



• Sporting Goods Issue •

A BIG day is on the way when Johnnie hippity hops out of turn with father's long stride toward his favorite fishin' pond or stream. There's something about this picture that takes the kinks out of the back and brings memories. It may put cash in the till of some Connecticut sporting goods manufacturer.

CONNECTICUT
INDUSTRY MARCH
1935

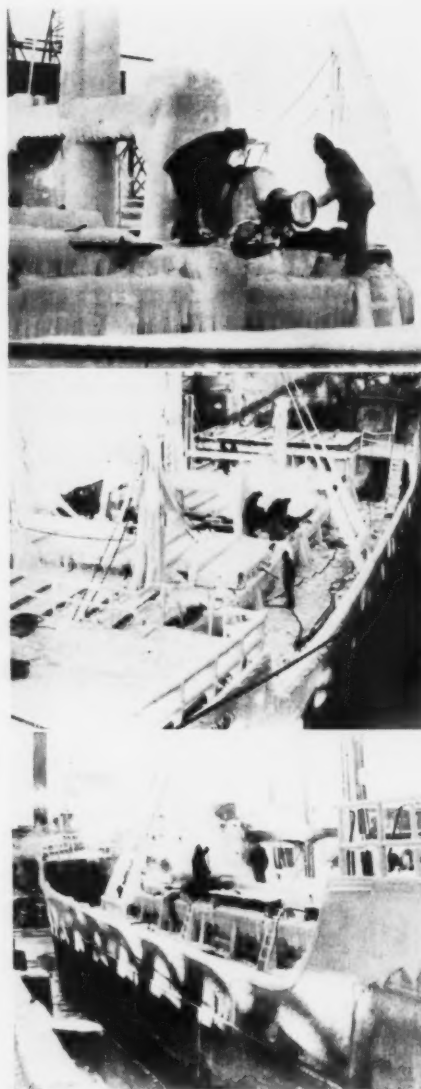
Bad Weather Won't Stop on Time Deliveries

As evidenced in no uncertain terms in the three "shots" of the S. S. "Coastwise", taken last winter as she steamed up to the T. A. D. Jones dock in New Haven—ON SCHEDULE—after one of her many trips from Norfolk, Va. laden with 6,200 tons of coal. . .

Good weather or bad, the T. A. D. Jones' fleet of coast-wise steamers, its truck fleet, its barges, its rapid handling equipment at the docks and its well organized service arrangement with the "New Haven", is your guarantee of a constant fuel supply (coal or oil) within 24 to 36 hours of your plant.

★ ★ ★

YOUR FUEL WORRIES
ARE ENDED WHEN
YOU CALL



Views of the S. S. "Coastwise" at the T. A. D. Jones dock in New Haven during the rigorous weather of last winter.

T. A. D. JONES & COMPANY, INC.

DOCKS

NEW HAVEN

BRIDGEPORT

NEW RIVER . . . NAVY STANDARD COAL . . . PENNSYLVANIA COAL
INDUSTRIAL FUEL OIL

CONNECTICUT INDUSTRY

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LET US ERECT A MONUMENT

"This year Connecticut will celebrate the three hundredth anniversary of its settlement.

"Under the favor of Divine Providence, our Commonwealth has prospered and advanced, preserving and extending for its citizens through three centuries the liberties, rights, and privileges of free government.

"We may feel just pride in the founders of our Colony and State and in their successors who have carried forward the work they so nobly began. To these men and women, the known and the unknown, the dead and the living, let us pay honor.

"Many residents of other States of the Union look with loyal affection to Connecticut as the home of their forefathers, and we now invite them to come and share with us memories of its historic past, and to renew with us faith in its future.

"To others we also extend a welcome. Here in the open season is a green and pleasant land, with rolling hills and fields, with forests where the dogwood and the mountain laurel bloom; with rivers and lakes and rushing streams that still keep in their names echoes of the Long Indian past; with miles of fine beaches and friendly harbors along beautiful shores; with modern growing cities and old elm-shaded villages, and with highways linking them to the quiet countryside.

"Throughout the Tercentenary year there will be formal State functions, exhibitions and festivities in many places; opportunities will be offered for visits to our industrial and business centers, our public parks and museums, and the seats of learning which have brought fame to our State.

"In behalf of the people of this State I, as Governor, issue to all an invitation to join in commemorating the anniversary of the founding of Connecticut."

Wilbur L. Cross

January 28th, 1935.

Governor.

The seventy-first Governor of Connecticut, in his inimitable style and with his usual graciousness, has invited the people of Connecticut, their Fellow Citizens throughout the Union and their Friends over the Borders and beyond the seas, to participate in the celebration of the three hundredth anniversary of Connecticut's settlement.

(Continued on page 20)

FEDERAL AND STATE LEGISLATION

Federal

There are several outstanding drives now being made by the Administration, all tending towards greater government control of private business.

Banking. The first of these is in the form of new banking legislation which, if passed, will give the Federal Reserve Board the power to discount long term loans as well as short term paper and thus lay the groundwork for inflation. Under past practice, as fixed by law, the Federal Reserve Board acted largely as a coordinating factor, but under the proposed legislation, the Board (but actually the government because of Federal domination of Board) would actually dictate the banking and credit policy. For instance it would be permitted to use its own discretion in each district as to interest rates, rediscount rates, open market operations, etc., in order to control excessive booms in any line in any given section of the country; to control deflation of the panicky type by a provision allowing the Reserve Bank to absorb, through rediscount, large quantities of long term loans, bonds and certain securities instead of permitting them to be sold on a declining market. Because it is a direct reversal from the former banking policy and, in the opinion of Senator Glass, is loaded with dynamite insofar as the future is concerned, he will strenuously oppose the legislation when it reaches the Senate, as he has done already during informal discussions. It would create a central bank in name even though not in fact.

PWA and Relief. President Roosevelt is anxious for the passage of the \$4 billion \$800 million public works and relief bill, which passed the House but has been stalled in the Senate Finance Committee for several weeks. The President and his backers in the Senate are opposed to the McCarran amendment, which would require the payment of "prevailing wage" on the public works section of the bill. Business and manufacturing interests have strenuously opposed its passage desiring first to have it cut down approximately \$2 billion as well as having the \$800 million emergency relief cut off and presented in a separate bill. The lopping off of this \$2 billion came near success in the Senate Finance Committee, losing only by one vote. The McCarran amendment was once included and then removed, and is being voted on again as we go to press. Business opposition is strong because it would give the President full authority to spend this unprecedented sum in ways which he and his advisors may determine but refuse to disclose.

Holding Regulation. The next big move is on the "reform" road, which, if followed as tentative plans indicate, would mean "curtains" for the utility holding companies in 5 years. Still in the talk stage, it would undermine the holding companies by progressively higher taxation, starting with taxing corporate dividends. Beginning the third year

it would be scraping the bone and by the fifth would actually take it.

Eastman. Administration favors proposal by Joseph B. Eastman, Federal Coordinator of Transportation, which would permit the reorganization of the I. C. C. (see Transportation, this issue, for more complete details).

Extend R. F. C. Late in January the R. F. C. had its life extended until February 1, 1937. The extension bill provides, in addition to the Industrial Loan section as passed in June, 1934, for additional loaning up to \$300 million to business organizations for financing sales of air conditioning and other allied lines of equipment and also includes new lending powers permitting the R. F. C. to aid the railroads and at the same time dictate railroad reorganization.

Security. Social security legislation has been somewhat bogged because of the dearth of knowledge about the old age pension and unemployment proposals by the majority of the members of Congress. Hearings have been held by the Ways and Means Committee of the House, and as we go to press, the hearings continue before the Senate Finance Committee.

Appearing before this group on February 14 in behalf of the Manufacturers' Association of Connecticut, William R. Webster, Chairman of the Bridgeport Brass Company, lodged an appeal for cooperation in the form of an executive commission to coordinate federal, state and local study in the field of social security to determine the extent, need and feasibility of remedies, before passing legislation which would saddle industry with a further burden and blight a budding recovery. He warned that the proposed penalty on employers for the irregular employment would tend to freeze industrial employment at the lowest possible level. Pointing out further that Connecticut industries normally support over half of the citizens of the state through giving employment to 21% of them, he called attention to the unwisdom of attacking such a fountainhead of economic and social well-being by burdening it with a tax load for unemployment reserves scaling upward from \$3 million the first year to a likely \$14 million by 1957 (figures based on European experience).

Just prior to Mr. Webster's appearance, several Connecticut actuaries, notably Mr. Roulon Williamson, assistant actuary, Travelers Insurance Company, Hartford, discouraged the reserve idea by pointing out the ultimate cost, and the grave difficulties of investing safely such a large sum.

NIRA Extension. Expected as we go to press, is the message from President Roosevelt proposing the extension of NIRA for 2 years beyond June, with the disputed Section 7A, trade practices, hours and wages in much the same form as at present. And this despite the fact that labor has recently done much to arouse the ire of the President and others

(Continued on page 23)

SPORTING GOODS

are the playthings of humans from 8 to 80—the necessary wide range of tools to amuse or give peace of mind . . . Originally looked upon as accessories to hunting and fishing, an expanded viewpoint has broadened their usefulness and increased their numbers until it is difficult to mark the point, in many instances, where pure utility ends and sport utility begins . . . What uses does the item have most of the time, is probably the best qualifying question when in doubt. . . . Connecticut is well represented in the number of companies in the sporting goods field but ranks below several other states in dollar volume.

Editorial Note. This article is the 12th in a series on Connecticut industrial products and their makers. In industries previously sketched there was a definite general history or romance—a chain of events which linked in some way one company with another. They had a common denominator or locale from which the creative and ambitious emanated to form other companies. This characteristic is almost entirely lacking in the sporting goods group (except as it may exist in the firearms and boat groups which the writer has not investigated and will present later under their own titles), according to the writer's observation. Instead the industry as it exists in Connecticut has grown up like so many separate "Topsys," without benefit of kinship.

SPORTING goods, what are they? If you're a confirmed devotee of Isaac Walton its thy rod, reel, line, creel, boat, net, flies, boots, rain slicker and hat, that come first. If you're an all-round athlete or a "was once" and like the indoor games as well, you can see in the rings of smoke before your warming fireside, your favorite bat and glove that helped you to some respectable cheers; the old helmet and doeskins that were your favorite fall companions; the flat runner hockeys and club that you have prized since your best days on the ice; your running jersey and spikes, and the tape that was yours after winning the 100 or 220; your favorite basketball that popped through more baskets than your wife likes to hear about; and the many games of badminton, indoor tennis, ping pong and bowling that you have since won and lost.

But if you're only a one-sport man, no sportsman at all by choice, or a "would be one" if it were not for your heart, weight or ineptitudes, it may be too taxing for your imagination to go around the circle of necessary equipment for each sport.

Never mind the research, read on and you will discover that Connecticut is fairly well represented in variety of output if not in total dollar value of U. S. production. I asked the question of many sporting goods executives, "Why is Connecticut not even better represented in the sporting goods group of industries?" "Offhand I can't say, never thought of it before," was the answer. I then asked, "Don't you think it's because the serious, inventive, saving, cautious Yankee of the pre-19th century days was too vitally concerned with tools and machines and necessary consumer products to think about playthings?" "I think you are right," or "That sounds logical," were the answers.

All does not hinge on that question and the answers, as to the state's comparative position in the

industry, but there is much truth involved in both. Maine and Massachusetts are big producers of sporting goods in New England and Ohio, Illinois and Pennsylvania west of New York state. There is not now any exact accounting for it, except for the reasons already mentioned and the fact that manufacturers in the two eastern states became conscious of the natural endowments of their commonwealths for sports activity and capitalized on them, while the younger states of the middle west had among their citizens men who sought to produce something that had been largely overlooked or underdeveloped elsewhere. With the decrease in working hours and the ever increasing "time to play," sporting goods manufacture to them looked like a lucrative line.

With another spring almost here when the mention of sports is most popular, although not by any



HERE'S a whopper, one of dozens, to which a good-natured guide must listen attentively during the course of a season.

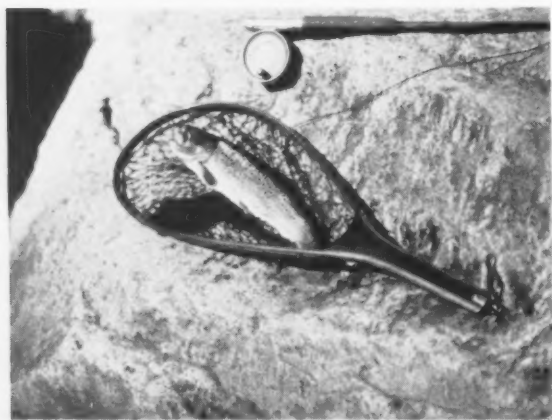
means confined to that season, let's run the gauntlet of the better known sports for which equipment is made in Connecticut.

Fishing

King of sports without question, is the art of luring the game fish of the stream, lake or salt water. It is a never tiring pastime that has toned the nerves of kings, presidents, tired business and

professional men. For others like commercial fishermen, it combines thrills with earning daily bread. To the loafer it is an interesting way to while away the daytime hours.

Time was when a hickory or bamboo pole with a line and hook at not over 25 cents, and a worm



HERE'S "proof of the taking" that needs no long explanation. A catch by Fred Gray, veteran fisherman and fishing tackle dealer of Hartford, Conn.

filled many a skillet with the common sucker and other none too gamey fish. If the fish didn't have an appetite for worms, there were other ways now unlawful, of transferring them to the sizzling frying pan. A spear on the end of a 4 to 6 foot pole by day or with the aid of a lantern by night helped to empty the streams at spawning time. Four hooks, back to back in pairs, and weighted with lead took the egg laying fan-tails unawares by the thousands as they wiggled drowsily in 3 to 4 foot shady pools of clear spring water. Copper wire looped and weighted snared thousands of other stream fish as they moved slowly upstream in schools.

Such wanton destruction of fish in streams could not go on endlessly even for the good cause of cheering the family larder. With scarcity, came state laws requiring licenses to fish and the setting up of fish and game commissions which, in turn, stocked the streams with game fish. Fisherman began to ponder over how they could add to their diminishing catches. Some invented new rods, flies while others brought out new hooks and lines. If the new gadgets added to the day's catch they often capitalized by making the same equipment for sale. Meeting with some success, they gave up the old grocery store, farm or other means of livelihood to enter wholeheartedly into the manufacture of fishing tackle. That's how many of the companies, more notably the smaller fishing tackle or line manufacturers, started.

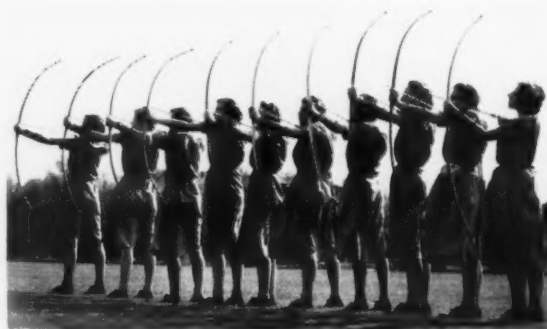
There are as many different kinds of dry bait lures as there are developed ideas of fishermen. And if you don't believe it's a real job even for a counting machine to add them, just try talking to a few real fishermen and visiting a few fishing tackle dealers or manufacturers. Being a tenderfoot

in the art, I had to show my ignorance by inquiring of an expert fisherman and fishing tackle dealer the reason for so many different rig-outs for the comparatively few kinds of fish.

My listener's polite efforts to conceal inward mirth or disdain (I'll never know which) fell a half-grin short of its mark. Then in a fatherly tone he explained, "There are as many kinds of spinners, flies and other items of tackle as there are ideas of fishermen which are finally materialized. One man thinks if he made a certain kind of fly, the fish would stampede each other to strike it. So he makes a crude one, catches a few fish and concludes he will have some tackle manufacturer produce more finished models for him. That is how we have come to have so many different flies, spinners and spoons in our line."

Silence came between us as I groped for another question that might bring forth a few more paragraphs of soul stirring copy. Stirring himself out of a thoughtful mood my informer ventured, "There is something else behind this variety fly making that is more scientific than just a fisherman's whims or fancies. You see there are many varieties of flies, real flies, I mean, that drop down on the surface of the water throughout the fishing season. Each different breed has its short season. The gamesters who feed on these flies have a canny sense of knowing just the kind of fly that's in season. If a fisherman uses a fly that is a good imitation of the live variety and drops it in the water naturally, there's a good chance of a strike, providing Mr. Bass or Trout is not too well fed. So you see there is something beside luck in hooking a game fish today."

"There's a false idea afloat about talking scaring the fish. They can't hear voices but they are conscious of unusual shadows on the water or of vibrations. So when fishing streams, it's a good idea to stay on the side of the stream where your shadow won't appear in the water. You should also be careful to do your fly casting from one position and when ready to move, step out on the bank and walk along until you find another inviting pool."



ARCHERY class at Greenwich Academy, Greenwich, Conn.

By this time I had thought of another good question. "How did fishermen happen to start fishing with dry flies?" I asked.

"Well the art of dry fly fishing started and developed in England and was only introduced into this country in comparatively recent years. Many old-timers still stick pretty close to wet fly and bait fishing, but thousands of the others have found that the dry fly variety is packed with a lot more thrills and is a sportier adventure than the old methods. With the dry fly method you can see what is going on as the fish must, of course, come to the surface to strike the fly, while by the old method the drama of action is largely hidden from view. You have to get the lion's share of your excitement in wet fly or line bait fishing through your sense of feeling until you are ready to net your prize, unless he is lively enough to take a few rushes into the air while trying to escape.

"There's a whale of a lot of sport in fishing because there are so many different ways to fish for the same kind of fish and so many different kinds of fish to catch. Some men get the fresh water lake and stream habit and won't listen to the most exciting tale of stalking the tuna or sailfish with any more interest than indifferent yeah's between draws on their favorite pipe. Then perhaps, after they have had a run of poor catches inland or because they are inveigled into a week-end salt fishing party, they become sudden addicts on the receiving end of the heavier tackle, perhaps almost to the exclusion of fresh water angling. Never did much of the salt water variety myself, but know from the stories of my salty friends that it's packed with thrills. Can't help but race your blood when you get a giant tuna on the hook thrashing around or going down and down until you begin to wonder every second if he won't anchor on the bottom with your rod and line ending up as a floating marker of his rendezvous. Then without warning, after your line has played down to its last few yards, you may feel a little slack and begin to take it up as fast as you can. Then it tightens again, and up he comes 100 yards from the boat, fighting furiously as you stungily let him worry with a taut line that looks as though it should break any minute. But its looks are deceiving. After fighting the monster skillfully for an hour, maybe four, working him gradually closer until he is along side of the boat, ready for landing, you feel as proud as a flock of peacocks. While your partner gaffs the tired tuna, you lasso his tail with a rope then proceed with the man-size job of dragging him aboard, with the aid of a windlass if he is too big to handle by hand. Can't beat that much for thrills this side of the grizzly or African lion.

"Guess that's enough for your story, isn't it? You know I could keep you scribblin' there all day takin' down my stories. I'll tell you this much more and its the truth, according to my observation, that fishermen as a group do more fishing with their heads and tongues than they ever do with tackle and lure. Somehow one or two good thrills have a way of multiplying themselves by 5 to 10 every time they're reported, but that's all part of the game. Guess men are about the same all over, they like to throw out their chests and lay it on heavy about their accomplishments, and especially about their skill as fishermen. Now if you ask me for any more, I'll go haywire and hand you a lot of my favorite

stories that will make me a first class liar in your estimation and that of your readers. Come back and go 'a fishing' with me this summer or next fall."

There are many more varieties of fishing and individual ideas of landing every variety of catch, which can't be explored here, nor is it likely that they will ever be volumed, for fish stories go on endlessly to the delight of the uninitiated and the bored acquiescence of the seasoned guide. If they could be catalogued, that something delightful, mysterious, intangible that lurks in the trout pool, the 'certain location' on a quiet mountain lake, or 'ocean deep,' would lose caste as the most alluring hobby ever discovered by man.

Archery

The art of shooting arrows with a bow, used by oriental nations and savage tribes since antiquity, and which was made famous by the knights of merry England after the Norman conquest, is now undergoing the process of being revived as an American sport. Revival is slow, due to the fact that to make haste would require the expenditure of far more money in sales promotion than any sane manufacturer of archery equipment could afford to spend in view of the slow returns. Such promotion has largely taken the form of hiring an expert archer to form clubs in various towns and organize classes in schools, both of which he must instruct in the art of shooting. But the tremendous cost of a concentrated nation-wide drive to create an "archery fad" has forced manufacturers to high-spot their activities to well-advertised tournaments, displays and demonstrations at sporting goods shows, direct mail and a limited amount of instruction efforts. Thus the sport spreads slowly.



IT'S the frisky ones like this that blot out your business worries.

Next to actual demonstration as a sales stimulant, comes the feel of a bow and arrow, which is likely to awaken that love of archery which lies dormant in the heart of every Anglo-Saxon. While passing through the age of barbarism, every red-blooded American boy is stirred by the call of the bow, and the only bar to sales of juvenile archery sets is the lack of funds to buy them. Another sales stimulant is man's natural hunting instinct inherited from his primitive ancestors who were forced to kill game for food and to take up weapons against all manner of wild beasts about them. In order, he used the club, axe, spear and knife, until some nimrod, probably by accident, devised the bow which enabled the hunter to shoot a miniature spear. It was this deadly weapon of the chase, probably more than any other, which made it possible



NOTHING like healthy swings like this to loosen up those desk-bound back muscles.

for man to dominate in a hostile world. Then came firearms which overshadowed the bow as a weapon of defense and of the hunt, but never entirely submerged the desire in some, to use it for pleasure.

In the United States, there is a small group of archery enthusiasts who hunt with the weapons of Robin Hood. Foremost among them is Art Young, probably the world's most skillful hunter with the bow and arrow. He and other bowmen who hunt, use a bow of the type used by our forefathers in the Middle Ages, which is considerably heavier in construction than the target type of bows. It is usually the same height as the one who shoots it and has a range of 250 yards or more, but the most effective shooting is done at 100 yards or less. The arrow used with the hunter's type of bow is also heavier and has a steel head an inch wide and an inch and a half long. With this weapon, which requires a pull of 80 lbs. to draw it back 28 inches—the length of the old English cloth yard shaft—Art Young has killed huge Alaskan brown bears, grizzly bears, moose, lions in Africa, the elusive

mountain sheep, the cougar, ducks on the wing, salmon in the stream, prairie dogs at their holes and rabbits on the run.

It takes a man of more than average strength to pull back the string the full 28 inches on the bow Young uses for big game. So great is the force which sets off the arrow from this medieval type bow, that the arrow often passes through the body of a bear or lion at reasonably close range. Unlike the rifle which depends on its shocking power to kill, the arrow inflicts a long wide cut that bleeds freely and remains open. The entry of the air into the body cavity is always fatal. Once hit fairly with a steel pointed arrow, an animal has little chance of escape. If a huge grizzly bear, he may absorb a half dozen arrows, and finally lumber off a mile or more before loss of blood takes its fatal toll.

To be a successful hunter with the bow and arrow, a man must have the same accurate coordination as a good golfer and have an excellent knowledge of woodcraft. He must know the habits of the animals he is hunting, be a good judge of distance and be able to read signs and track down a wounded deer like the Indian hunter.

Since one should master target shooting first before attempting the more difficult hunt with bow and arrow, suppose we watch a few shots at a target set-up in a field ready for a mid-summer tournament. Note the riot of color; colored umbrellas over spectators' chairs, bright shades of the rainbow in women's sport clothes, the colorful distant markers of the contesting bowmen and the colored target yonder 60 yards away.

There is Russ Hoogerhyde, national archery champion in 1929-30-31-32 and 34 and a supervisor of production for The Archers Co., subsidiary of the Horton Co., Bristol, Conn. He's aiming now. Note his erect position at right angles to the target and that he is turning his head to the left but not his body so that he is looking straight at the target. Now he is nocking (fitting the notch at the top of the arrow into the bow-string) the arrow with the cock feather up, gripping the handle of the bow loosely under the arrowplate with his left hand. See how his left arm is fully extended in the direction of the target as he draws the string back with the first three fingers of his right hand until it touches his chin just below his right eye. Now he's aiming over the point of the arrow with his right eye at a point below the target. There it goes—and he made a bull's eye hit, at that.

The reason for aiming below the bull's eye on the shorter distances is because of the fact that the arrow travels in an arc above the line of sight, dropping with the pull of gravity as its speed diminishes. As the target is moved away to a greater distance the point of aim rises (so I am told) which is the reason for the aim markers you see planted in the ground for different distances.

Bows are now made principally of lemonwood, osage and yew; the arrows of Norwegian pine and birch and the bowstrings of Irish linen and Italian hemp. The prices of bows for adults range from \$4 to \$40 depending upon the size and quality, but entire juvenile archery sets are obtainable as

low as \$4 including bow, 4 arrows, arm guard, shooting tab, paper target face and instructions.

Connected with archery are a number of terms, strange to the master or novice of other sports, which must be mastered along with the art of shooting if one is to enter into the inner sanctum of true enjoyment which comes from the continued use of the bow and arrow. Space won't permit discussion of these terms, nor of more of the finer points of archery. But for those who love nature and seek mastery of the bow and arrow, "The Witchery of Archery," by J. Maurice Thompson may be read with delight and profit. Originally published in 1879, its cloth-bound reprint (259 pages) is now offered for sale by the Archers Company of Bristol, Conn., at \$1 per copy.

Other Sports

Fishing and archery have been discussed at length because of the greater lack of general knowledge about these sports than of others for which Connecticut companies produce equipment. True there are thousands, yes hundreds of thousands of men and women who go "a fishin'" but there are comparatively few who are truly genuine all-round fishermen, who are equally at ease working up-stream, attempting to entice Mr. Trout with the proper variety of dry flies, then fishing back down again with wet flies or bait; fly, spinner, bait fishing or trolling for lake game fish; or trying for the denizens of the salty deep. And most people know that real bowmen are far more scarce than the "chicken in every pot" in the ranks of the unemployed of 1935.

But everyone knows something about golf, although the majority are "duffers" on the end of most any club and celebrate once or twice a year if they accidentally break 90 even on a comparatively hazardless 18.

Then there is ice skating, a pleasurable and healthy sport robbed of thousands of its enthusiasts by the more comfortable indoor movies and the

lack of strong ice in the milder winters of recent years.

Winter sports like tobogganing and skiing have been constantly on the increase in Connecticut and New England although there is no ski or toboggan equipment made in the state except clothing, which will be considered under the heading of "Woolen Textiles". Railroads in New England have done much to promote winter sports by running special trains to sport centers. Many go on these excursions out of curiosity and later return to buy and try out equipment.

Roller skating, baseball, boxing, wrestling, football, basketball, tennis, swimming, track, polo, harness and running racing, have a fair share of participation but comparatively more enthusiastic followers because of the nature of most of these sports. For all, Connecticut makes some equipment.

There are the indoor games by the dozens—indoor tennis, ping pong, bowling games and countless others, most of which have never (with the possible exception of ping pong in the East) reached the height or madness of a craze. Games and their makers (particularly jig-saw puzzle producers) come and go but the sports formerly mentioned are the good old American stand-bys that have excellent chances of holding the enthusiasms of their followers.

The list of companies whose brief histories follow are those whose chief items of manufacture fall within the sporting goods group.

The Union Hardware Co.

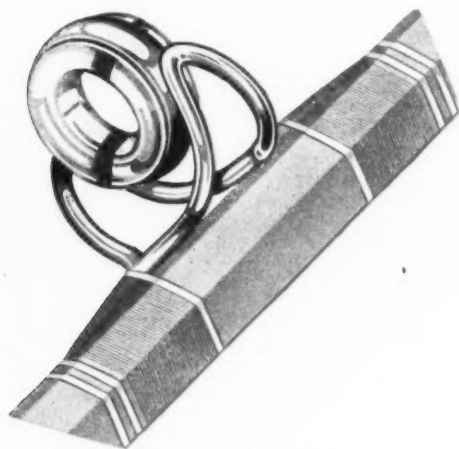
An outgrowth of a small company starting in Torrington in 1854 to manufacture ice skates, was the Union Mfg. Co., which took over the business and incorporated in 1864. Ten years later roller skate production was started (then called "Parlor" or "Floor" skates). The catalogue of 1876 also lists an extensive line of other products such as: wood handles, wood goods, curry combs, trowels, creepers, can openers, ice hatchets, mincing knives, augers, bits, braces, chisels, draw knives, mitre boxes, hammers, hatchets, rules and squares, dividers and calipers.

Manufacture of tackle blocks was started in 1886 and steel fishing rods in 1905. Looking to expand its line, the company took over The Tower & Lyon Co., of New York City in 1911, thus acquiring an extensive line of tool and police goods manufacture.

The next expansion was the acquisition of the T. H. Wood Co., of South Coventry, Conn., in 1922, producers of silk fishing lines and silk cords and in the same year began the manufacture of fishing reels.

Today the company is the largest producer of skates (ice and roller) in the country, and ranks high as a producer of fishing tackle—both steel and bamboo rods, fishing reels, lines, steel golf shafts and other sporting goods accessories. It also manufactures a broad variety of hardware items principally of the hand tool variety.

Union Hardware normally employs about 1200 persons, occupies over 350,000 square feet of modern floor space. It is capitalized at \$1,800,000 and is probably Connecticut's largest producer in the sporting goods industry.



AGATE Rod Mounting with the inner agate ring which acts as a bearing for the line.



RIDING saddle.

Present officers of the company are: F. J. Damon, president; E. M. Jack, vice president; and Wm. F. Norton, treasurer.

The Horton Mfg. Co.

Back in the 80's, Everett Horton, a mechanic from Bristol, who was employed by the New Haven Clock Co. grew tired of fishing with the cumbersome big bamboo or hickory fishing pole. He loved to fish during his spare time but the long poles were to him a source of much annoyance.

After considerable experimenting he developed and patented and began to manufacture in his own small shop, a rod made of clock spring steel in telescopic form with the line running through the center of the tubes. Although heavy and cumbersome, this rod would at least collapse so that it could be carried without danger of sideswiping everyone within 15 feet when turning a corner. Regardless of its crude construction, usually an attribute of first models, Horton's rod was the first one to be produced in the country.

Like most inventors, Mr. Horton found himself bound and almost gagged for lack of sufficient capital to develop the steel fishing rod business he had started in 1886. Trying in vain for two years to raise the capital he finally sold his patents in 1888 to Charles S. Treadway, and Frank G. Hayward of Bristol and Charles F. Pope of New York. Incorporated as The Horton Mfg. Co., after the name of the inventor, the concern leased a small machine shop on North Main Street, Bristol, on the site of the company's present plant and began manufacture and development work in earnest. The rod was named the Bristol Rod after the City of Bristol. Though the rod was lightened and brought down more like the sportsman's rod of today, it was very difficult to sell because of the feeling of fishermen that steel would never replace bamboo since it was not sufficiently springy. To overcome this objection a cryptic statement of Everett Horton's was undoubtedly used hundreds of times. On being told by a New York dealer that his steel rod was not sufficiently springy like the bamboo rods, Horton retorted that clock springs, watch springs and wagon springs were not made out of wood,

therefore why should they make fishing rods out of that material.

Gradually these inherent prejudices were overcome, and from the telescopic type of rod developed the jointed rod, which in turn was followed by the new style telescopic rod with locking joints. Other developments in sequence were the solid steel fishing rod and the hexagon shaped steel fishing rod.

During the World war, the Horton Co. made a large number of wigwag staffs for the army Signal Corps. This together with the development of special welding apparatus to which the company acquired exclusive rights, led to the production of the steel golf shaft.

However, the company's first experience in the development of the steel shaft was brought about on account of the craze for golf clubs with extremely long shafts, which was at its peak in 1907 and 1908. During the quest for the extremely scarce long stiff hickory shafts, the idea of substituting a steel tube for wood was conceived and a patent granted in November, 1910, to a General Electric engineer. Having no previous experience in the manufacture of steel tubing, the General Electric Co. encountered difficulty and came to the Horton Co. for the solution of its problems, because of the reputation of the latter for producing the Bristol steel fishing rod. This effort in 1910 which consisted of heat treating tubular steel marked the beginning of experiments which led to the first manufacture of the Bristol Steel Golf Shafts, now being used by many of the leading golf club manufacturers and which is now an important feature of Bristol Steel Shaft Golf clubs, produced and sold complete since the fall of 1933.

At first the same type of opposition met the use of steel in golf shafts as retarded the early steel fishing rod in the late 80' and 90's, but today it is doubtful if 5% of the industry uses hickory shafts. The advantages of the steel shaft over wood are said to be their lack of fatigue and their availability, since it takes 28 months to cure wood for shafts, and this has to be turned every four months during that period.

In 1916, The Horton Mfg. Co. acquired B. F. Meek and Sons Co., of Louisville, Ky., manufacturers of the famous Meek brand fishing reels. Manufacturing operations were immediately transferred to Bristol.

Three years later, the business of A. LeRoy Martin, of Rockville, Conn., which produced the Kingfisher Silk Lines was acquired and has since been operated as the company's own branch. Kingfisher Lines were the first silk lines made in America and were first produced in 1884 by Elisha J. Martin, a skilled silk mill worker employed by the Belding Silk Company of Rockville. His work in the mill combined with his love of fishing, led him to conceive the idea of a stronger, more pliable and durable fish line through the use of silk strands. The first of his braided lines were made at home for his own use and that of his friends. The idea proved so successful that he started to make them commercially, continuing with increasing success until his death in 1898, when his son, A. Leroy Martin, took over the business. Under his leadership it was

expanded until 1919, the date when it was purchased by the Horton Manufacturing Company.

In 1932, the company purchased the plant of the E. W. Edwards and Sons Bamboo Rod Plant in Mt. Carmel, Conn. Shortly afterwards the senior Mr. Edwards died, and the plant having burned, operation of the bamboo rod department is now carried on in Bristol with the aid of Mr. Edwards' two sons.

In 1933, The Archers Company, makers of fine bows and arrows, of Pinehurst, N. C., was acquired and the plant moved to Bristol shortly afterwards, where all types of archery equipment is now manufactured.

The company's present distribution methods for fishing tackle are through the jobber and dealer; in golf it has its own sales representatives throughout the country selling principally to the golf professionals at country clubs. Archery products are distributed through some sporting goods dealers and by mail order with the aid of a limited amount of sales promotional activity.

The present officials of the company are: Charles F. Pope, chairman of board; C. T. Treadway, president; C. R. Riley, vice president and general manager; H. C. Lagerblade, vice-president; T. G. Treadway, secretary; M. C. Treadway, treasurer; and H. L. Judd, assistant treasurer.

The W. W. Mildrum Jewel Company

This interesting business incorporated by Oscar and Victor Benson in 1915, is the outgrowth of the small manufacturing operations of the late W. W. Mildrum, of East Berlin, Conn. Mr. Mildrum, who originally purchased the clock jewel business of a Mr. Bosworth of England, in 1845, started to manufacture on the second floor of an old grist mill in East Berlin (still standing). He later manufactured jewels for electrical and surveyors instruments.

The two brothers, who originally acquired the company and incorporated it, as well as the third brother, A. R. Benson, who affiliated himself with his brothers in 1919, were all enthusiastic fishermen. Being of a mechanical nature, they developed Agate Rod mountings, as well as continuing to some extent production of jewels. The jewel business was, however, largely lost during the World War, when the plant was taken over by the government, making it necessary for the company's jewel customers to find substitutes elsewhere, so that little of the business was left at the close of the war.

Also during the same period, the company was unable to get agate rings which had always been secured from Germany. Refusing to have their business stalemated by this state of affairs, the Benson brothers began some rather costly experimenting

which finally resulted in involving a method of cutting their own agate rings from Brazilian agates. They also developed and copyrighted "Garnix", imitation agates, which are made of tempered glass with the aid of special machines and tools.

To observe the hand operations (majority are by hand) of this little group of 31 skilled employees (majority women) in the small one story, modernly equipped, brick plant, is a rather startling revelation as to the ends which can be accomplished by American mechanical ingenuity with the aid of skilled fingers, a little metal, a few lathes and mandrels, presses, torches, solder, grinders, polishers, pickling tanks, ovens and small tools. Beside the agate and "Garnix" mountings, in which lines the company is practically the exclusive producer in this country, (sole producer of "Garnix", copyrighted name for the exclusive process) the Mildrum Company also makes steel mountings, chrome mountings, nickel silver mountings and to some extent jewel bearings.

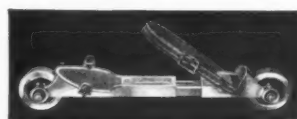
Distribution of the company's products east of the Rocky Mountains is through jobbers, with the exception of manufacturers who are sold direct; manufacturers' agents cover the west coast territory. The company also does some export business shipping chiefly to South Africa and Canada.

The present officers of the company are: Oscar Benson, president; Victor Benson, treasurer; A. R. Benson, secretary.

The Bevin-Wilcox Line Company

Organized in 1919 by Chauncey G. Bevin, Marshall Bevin, Stanley A. Bevin and Edward L.

Wilcox, the company started to manufacture in the same year, linen, silk and braided wire fishing lines, cotton lines and cord. It also manufactures "Hold-fast" phosphor bronze leaders. Although a large number of different types of lines are produced under various names, the company is most noted for its registered "Pilot" brand.



This production is distributed largely through sporting goods dealers. Although the company is not large, employing approximately 20 persons, its products scale high in the industry as to quality.

The present officials of the company are: Chauncey G. Bevin, president; Marshall Bevin, treasurer; and Edward L. Wilcox, secretary and assistant treasurer. Besides the officers other directors are James C. Dix and Stanley A. Bevin.

The company also exports lines to Canada and a number of other countries, from its factory in East Hampton, Conn.

Brown Braid Company

This company, started in East Hampton, Conn. over 50 years ago by Howard C. Brown, manufactured paper for approximately the first 30 years of its existence. About 20 years ago it started to produce fish lines, binding cords for tennis rackets



and golf shaft winding and silk cord. Practically all of the company's production is distributed direct to large manufacturers, fish lines now being a minor portion of the company's output.

Since the death Howard C. Brown, the plant has been operated by his son, Curtis P. Brown as an undivided estate. Mr. Brown is a representative from Colchester, Connecticut, to the 1935 General Assembly.

T. S. Skilton and Sons

About 60 years ago, a storekeeper of Colebrook, Conn., by the name of Truman S. Skilton thought he would get more satisfaction out of life by manufacturing fishing tackle and selling it than by handing out items over a counter. He loved the outdoors, and had a special weakness for fishing the trout streams of Litchfield county. Being a natural born angler with more than the average mechanical bent, he made a number of fishing tackle items for his own use. After perceiving that they were successful and having gained some reputation from those he gave away to other fishermen, he began in a small way to produce them for sale.

His sons E. W. and J. L. Skilton were later taken into the business, which is now located in Winsted, Connecticut. Since the death of T. S. Skilton, it is now operated by the sons whom he trained in the business.

Although not a large producer of fishing tackle, it is the only one in the state, known to the writer, that confines itself exclusively to that line. Among its many items of manufacture are: snelled hook, leaders, flies, spoon baits in as many as two or three hundred styles, fly nets of the hand knit variety, split shots, wire twisted trolling lines, ice fishing tie-ups, dry baits in a wide variety of styles as well as numerous other items too lengthy to mention here. Skilton and Sons are also perfecting a new water proof line for bass which they plan to produce in three or four colors. Besides the many items of manufacture the concern acts as jobber for practically all other types of fishing tackle and accessories.

Distribution is principally confined to sales through the smaller stores of New England and New York State. However, to some extent, a mail order business is carried on outside of this area.

Marty Gilman Sporting Goods Co.

The Marty Gilman Sporting Goods Co., of Gilman, Conn., a small village between Colchester and Norwich, manufactures the only blocking dummy made in the United States which will do a comeback after being knocked down. It is the development of Marty Gilman, former Connecticut State grid star, who attempted, and with demonstrated success, to make a blocking dummy which would aid him to learn the fundamentals of blocking.

After making the first dummy called "Blocking Pyramid" in 1927 for his personal use, he was soon asked to build others for the Norwich Free Academy and Connecticut State College, from which he graduated in 1929. The first "Pyramids" built were from 115 to 230 lbs. dependent on the weight and size of the opposition. So successful

were these "Pyramids" in training many of the leading college football squads in the art of blocking under playing conditions approaching actual that the Gilman Co. was encouraged to develop within the past year a much improved blocking dummy called "Comeback," so named because it rights itself after being knocked down. Although still producing the "Pyramid" which is lighter and must be set erect after each knockdown, Marty Gilman recommends the "Comeback" because it is heavier and more nearly provides lifelike playing conditions than the "Pyramid" or any other type of blocking apparatus (all other apparatus except that produced by Marty Gilman Sporting Goods Co. is suspended) which lacks facility of movement. "Rollo" Comeback weighing 230 lbs., height 42 inches is recommended for secondary schools, and "Jumbo" Comeback, height 44 inches weighing 335 lbs. was designed for college or professional team practice.

Both "Pyramids" and "Comebacks" are carefully packed with a cotton by-product and other soft but firm materials, non-injurious to players. Without the aid of salesmen, Mr. Gilman has demonstrated and sold blocking dummies to several hundred leading secondary schools and colleges in the country. These have been given the highest praise by practically every coach using them in the training of players.

The company also manufactures and sells The Warner Play Practice Machine, designed by Glen S. "Pop" Warner, head coach at Temple University which employs the hanging type of "Pyramid", which can also be used, when unhooked from the steel framework, as standing dummies.

The Smith Worthington Saddlery Co.

Normand Smith, of Hartford, informed the public and his friends through the "Connecticut Courant" on August 9, 1794 that he had set himself up in the saddlery business in all its branches, six rods from the Courthouse in Hartford. From that year when George Washington took his oath of office for the second time until now the business started by Normand Smith has successfully weathered all vicissitudes, including fads and the replacement of millions of horses by motive power, in the manufacture of saddlery in all its branches.

But saddlery today is a far different business than it was even 25 years ago. Then it was work harness, race horse harness and accessories that were the chief items of manufacture. Then the automobile was a luxury; the horse a necessity. Then the dog roamed without a harness. Today the horse is considered a luxury and the automobile a necessity, and the city dog must have a collar; and if milady's special pet, a harness, a fancy strapped-on blanket and leash, all products of the outgrowth of Normand Smith's venture into leather—the Smith Worthington Saddlery Co. These changes in our economy is the reason why a brief sketch of this company and its products is included in this story of "Sporting Goods".

While the company still makes work harness, the majority of its products are of the sporting variety of leather goods such as: revolver holsters, saddles

for running horses, weighing less than 2 lbs.; riding saddles, generally termed polo saddles weighing an average of 12 to 14 lbs.; cowboy saddles, weighing around 35 lbs.; dog harness; leather leggings or puttees; Sam Brown belts; bridles; Martingales; reins and numerous accessories for use on polo horses. The company has made elephant harness, seal harness, dog harness and according to Mr. J. A. Roberts, present head of the company, "harness for everything except trained fleas".

The business of saddlery is style and design conscious along with ladies clothes and a long list of other commodity items that have become so in recent years to raid the rather easy going American pocketbook. The two most recent and notable changes in the saddlery business were caused by the fact that Payne Whitney decided to change his style of riding saddle for polo from the deep seated variety to the flat type, and by the still more recent adoption of the "Modern Forward Seat" created out of the theories and experience of the famous "Boots and Saddle Riding School," operated in New York by three former Russian Army officers. Since the adoption of the latter type of saddle, which makes for a better balance of the rider, American contenders in European races have started to win. Previously, with the older types of American polo saddles they have lost consistently.

Distribution of Smith Worthington products is through harness, hardware and sporting goods dealers throughout the United States and Canada. It also sells to a limited extent in foreign markets.

The Tober Sporting Goods Co.

The only manufacturer of baseballs in the state is the Tober Sporting Goods Co., of Hartford, which was started in a barn in Springfield by Meyer Tober, a former employee of the Victor Co., which was absorbed by Spaulding a number of years ago. Besides making baseballs to retail from 10c to \$2.25, the Tober Co. makes playballs, playground balls, indoor and soft balls. They are all different even though to the uninitiated several sound like different names for the same ball.

All balls are machine made on patented machines but have to have the cover sewed on by hand. Cheap baseballs are made of cotton waste fillers while the better grade of ball is made of rubber center wrapped with wool yarn.

Tober products are sold through jobbers and dealers and chain stores throughout the United States, Canada, Mexico and South America.

Meyer Tober is sole owner and proprietor of the business which now employs 25 persons.

EDITORIAL NOTE. The following companies are small concerns making specialized sporting goods items other than clothing, firearms or boats.

L. Sametz Co. of Westport, Conn., is one of the chief producers of Ping Pong balls in the United States.

Arrow Products Co., of Norwalk, Conn., is a producer of Ping Pong tables and Indoor Tennis tables.

The Monoco Co., of New Haven, organized in 1906 to make caps, now manufactures a complete line of juvenile sporting goods, baseball gloves, masks, punching bags, medicine balls, footballs, soccer balls, boxing gloves and volley balls and numerous other items. The company is capitalized at \$60,000 and employs 35 persons.

Still other companies in the state produce sporting goods items as a small part of their production. The brief histories of some of them have been published, as in the case of the Seamless Rubber Co., and the Goodyear Rubber Sundries Co., both of New Haven; The U. S. Rubber Co. subsidiaries of Naugatuck; The Omo Mfg. Co., of Middletown; the Sponge Rubber Products of Derby. (Sketches of these companies included in "Rubber" article in December issue.)

The Ideal Mfg. Co., of Bridgeport produces fly and leader books, rubber coats and hats for fishermen and golfer's coats.

The Bridgeport Metal Goods Co., which will be sketched later under a subdivision of metals, produces flashlights in the sporting goods field.

The Winchester Repeating Arms Co., whose story will be told later under "Firearms" is a large producer of sporting goods items such as roller and ice skates, hunting knives, pocket knives, flashlights and batteries.

Turner & Seymour, of Torrington, whose chief items of manufacture are nails, chain, tacks, drapery, mail bag locks and other hardware as well as a few household utensils, produce Ta-Bowl, a type of indoor table bowling game.

(Continued on page 23)



COMEBACK Blocking Dummies in use during practice scrimmage at Connecticut State, Storrs, Conn.

NEWS FORUM

American Silver Closes. After operating continuously since 1857, first as a part of the Bristol Brass and Clock Company, and since 1901 under its present name, the American Silver Company closed its doors on February 1. The decision to close the plant and liquidate the business was due to operating losses since 1930 and the poor outlook for business in the future. Permission to liquidate the assets was granted by Judge Edwin C. Dickenson, who later appointed as temporary receiver, the Bristol Bank and Trust Company. The closing of the plant means a loss of work to 175 employees.

Between 1915 and 1930, the company paid out more than a half million dollars in dividends, and on the date of the crash in 1929, it had a surplus



and was entirely free from debt. Since then according to official reports, business has dropped off 75 percent.

The president of the company was Alexander Harper, also president of the Bristol Brass Company. John J. Kaicher, treasurer and a stockholder, was the one who petitioned for liquidation of the assets for the benefit of the creditors and stockholders. The creditors will be paid in full, according to reports.

New Haven's Publicity. Named publicity manager of the New Haven road, January 29, S. A. Boyer of Philadelphia, started his new duties on February 1. According to President Palmer, Mr. Boyer who formerly handled publicity and sales promotion at the Baldwin Locomotive Works, will make his headquarters in New Haven, after making a survey of the

road. Leslie Tyler, special representative, will be associated with Mr. Boyer.

Wilson Honored. Eugene E. Wilson, president of the Chance Vought Corporation, of East Hartford, Conn., was elected vice-president of the Institute of Aeronautical Sciences at the annual meeting of the society in New York City, on Thursday, January 31. Mr. Wilson is the second United Aircraft official to be honored by a scientific organization this year, Mr. Charles H. Chatfield having been named vice-president of the Society of Automotive Engineers, during January.

New Engineer at Underwood. Russell G. Thompson, recently general manager of the Electromatic Typewriters division, International Business Machines corporation, has just become a member of the engineering staff of the Underwood-Elliott Fisher Company at the Hartford plant.

Southern New England Shows Gain. In his report to stockholders on February 5th, president Harry C. Knight of the Southern New England Telephone Company, reported a net gain of 5,168 telephone installations during 1934 compared with a loss of 9,460 in 1933, and a gain of 5 percent in toll revenue compared with decreases in the three preceding years. This upward trend was not reflected, however, in the net results of operations, due to the higher payroll principally in the form of increased wages to regular employees. Net income after fixed charges was \$5.79 per share.

It is expected that approximately \$4,800,000 will be expended for additions to the plant during 1935. Total volume of traffic handled during 1934 was made up of 450 million local calls and 21 million toll calls—a gigantic task calling for skilled organization.

Nilson Offers New Die Heads. The Alco Division, The A. H. Nilson Machine Company, of Bridgeport, Conn., has recently placed on the market the "Alco" Self-Opening Die Head which, according to its makers, eliminates chaser trouble and chaser

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expense, while at the same time producing accurate threads. Fully automatic and self-closing, the Alco Self-Opening Die Head will use successfully ordinary commercial button dies which can be purchased at any hardware store, thus making it possible to avoid expensive production delays on account of die shortages. The company recommends, however, the use of Ready-Split ALCO Dies of



"ALCO" Self-Opening Die Head

either carbon or high-speed steel, which have faces ground true with the lapped threads.

The die head is provided with a simple Shank-Float Adjustment, by means of which any eccentricity existing between the spindle and turret may be made to run true. Alco Die Heads are adaptable for use with all machines used for threading purposes.

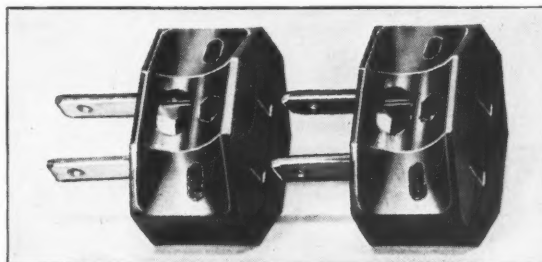
Argentine Chamber Moved. According to word received recently the Argentine Chamber of Commerce, formerly at 15 Park Row, has moved to 245 Broadway, New York City. Members wishing to make quick connections should telephone Barclay 7-1655.

Election at Malleable Iron Company. Lewis A. Dibble, one of the leading citizens of Naugatuck, was elected president of the Eastern Malleable Iron Company of that city on February 6. Charles R. Berger, who retired as president, was elected chairman of the board of directors. He has been associated with the company for 48 years.

Advertiser Has Large Increase. American Mutual Liability Insurance Company, of Boston, Mass., which starts the first of its 1935 series of advertisements in **Connecticut Industry** with this issue, experienced an increase of over 40 percent in insurance premiums during 1934 as compared with 1933. Premiums during 1934 amounted to approximately \$13,250,000 compared with \$9,248,397 in 1933.

Since its organization in 1887, the American Mutual Liability Insurance Company, one of the largest writers of workmen's compensation and automobile insurance in the United States, and the first American Casualty Company, has consistently returned dividends of 20 percent or more to its policyholders, according to a recent report by C. E. Hodges, Jr., executive vice-president.

Clark Metal Offers New Outlet Plug. The Clark Metal Products, Inc., of Bridgeport, Conn., has just introduced a new outlet plug known as E-155, which carries its own outlet for an additional plug to be attached without the use of cube taps, adapter sockets or other miscellaneous devices not always available. This plug is approved by the Underwriters' Laboratories and costs less than 1¢ more than ordinary plugs or attachment plug caps. This



CLARK E-155 Outlet Plug

device, manufactured by the Electric Plug, Inc., a subsidiary of Clark Metal Products, Inc., is novel because of the fact that an extra outlet is available in each plug, thus making it possible to attach as many products as desired from the one wall outlet.

This plug is shaped in such a way as to make it possible to determine from the feel of the plug the proper way to hold it when attempting to plug it into inaccessible wall receptacles back of furniture.



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Aldrich Brothers to be Liquidated. Stockholders of Aldrich Brothers Mfg. Co., of Moosup, Conn., recently voted to liquidate the corporation because of the economic situation, numerous difficulties confronting the textile industry, the processing tax, and the possibility of the early enactment of other social legislations.

Under the leadership of the late Charles T. and Henry L. Aldrich, the corporation was one of the most successful of its kind in the country, and still has a big surplus, despite losses sustained for the past several years. Its present owners are the Brown University and the Rhode Island Hospital to which the Aldrich Brothers bequeathed the bulk of their estate when they passed away, within a few weeks of each other, several years ago. The plan of liquidation is to sell the machinery first and the mill afterwards.

★ ★ ★

Russell Company Buys New Line. The Russell Manufacturing Co., of Middletown, Conn., seeking to expand its line of automotive products, has acquired the clutch-plate business of the Burgess-Norton Mfg. Co., of Geneva, Ill., according to an announcement made by G. M. Williams, president, at the last annual meeting of stockholders, held in January. During the year, the company paid off \$250,000 on its indebtedness.

Officers elected were: Chairman of board, T. Macdonough Russell; president George M. Williams, vice president and treasurer, C. J. Shearer, secretary, Amor P. Smith.

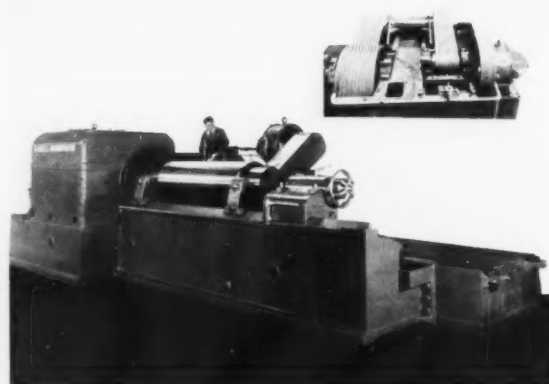
★ ★ ★

Tredenick to Rebuild. Its plant totally destroyed by fire early in January, the Tredenick Paint Mfg. Co., of Meriden, plans either to rebuild or acquire another factory this Spring.

★ ★ ★

New Roll Grinder Introduced. The Farrel-Birmingham Company of Ansonia, Conn., makers of heavy duty machinery for industry, has just introduced a new roll grinder which not only rolls metal strips and sheet with a high finish, free from marks, but is also equally capable of taking heavy cuts for rough grinding and of refinishing rolls with the required accuracy and finish in the shortest possible time.

To eliminate the vibrations which cause the marking, this 36" by 12' Farrel Heavy Duty Roll Grinder,



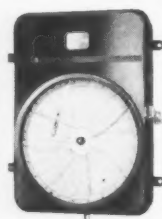
NEW Roll Grinder by Farrel-Birmingham Co., of Ansonia, Conn.

shown in the accompanying illustration is built with a multiple V-belt drive for rotating the rolls and is also equipped with carefully mounted gear-driven headstock. The headstock drive on this machine is self-contained in one cast iron case mounted directly on the front bed. Three reductions, all of which are multiple "V" belt drives, reduce the speed of the motor to give a range of roll speeds from 11 to 42 R.P.M. The roller type bearings in adjustable housings are grease packed and will run from six months to a year without an additional lubricant.

This new roll grinder has an improved type of flexible faceplate, with balanced, self equalizing bar equipped with adjustable rubber-bushed driving dogs, which compensate for inequalities in roll wabblers and automatically minimize inaccuracies due to minor errors in setting the roll. Besides increasing the diameter of the grinding wheel from 30" to 36" in order to reduce the speed of the spindle and to permit a closer fit of the bearings, this new type grinder includes all other standard features of Farrel grinders.

★ ★ ★

Stanley's New Display Package. The Stanley Tools, of New Britain, Conn., is now offering a striking modern display package in black, yellow and silver for "Stanloid" Tang Chisels. The two color "Stan-



Charts absolute pressure *automatically corrected for climatic changes*

By means of an ingenious differential device, Bristol's Absolute Pressure Gauge, Model 40M, charts a 24 hour record of the absolute pressure, for ranges as low as 0 to 100 mm. of mercury, automatically corrected for barometric changes and temperature variations. THE
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6 Union Ave. Bridgeport

ENGRAVERS
DOWD, WYLLIE & OLSON
*Advertising Art &
Photo Engraving*
106 Ann St. Hartford

FENCING
THE JOHN P. SMITH CO.
*Distributors for Page fence.
Manufacturers of Wire Cloth.*
497 State St. New Haven

FREIGHT FORWARDERS
**THE MILTON SNEDEKER
CORP.**
Foreign Freight Forwarders
44 Whitehall St., New York City

FREIGHT FORWARDERS
LUNHAM & REEVE, Inc.
Foreign Freight Forwarders
10 Bridge Street New York

*Ask about rates for one or
more of these spaces.*

INSURANCE
**AMERICAN MUTUAL
LIABILITY INS. CO.**
Workmen's Compensation Ins.
Boston - Bridgeport - Hartford

*Rates for this space
exceptionally low*

... Query

Readers desiring to purchase merchandise or services not listed here will be given the names of reliable firms upon inquiry to this department.

... Listing

Copy for listing in this department must be received by the 15th of the month for publication in the succeeding month's issue. We reserve the right to refuse any listing.

PRINTERS
**THE CASE, LOCKWOOD &
BRAINARD CO.**
Printers and Binders
Trumbull St., Hartford

RECORDING INSTRUMENTS
THE BRISTOL COMPANY
*Recording and Controlling
Instruments*
Waterbury — Connecticut

TRANSPORTATION
**AMERICAN-HAWAIIAN
STEAMSHIP CO.**
Coast-to-Coast Freight Service
New York — Boston

**DOLLAR STEAMSHIP LINES,
INC., LTD.**
*Inter-coastal—Far-East and
Mediterranean freight steamer
Service*
New York Boston

*Ask about rates for one or
more of these spaces.*

loid" composition handles in black and amber, the mirror finished steel blades, and the attractive counter package, all combine to make an outstanding unit of merchandise. This package is furnished with either of two assortments; No. 661 consisting



NEW Stanley Chisel Display

of one each of the seven sizes of No. 61 Swedish Pattern Paring Chisels, retail value \$10.55; and No. 660, consisting of one each of the seven sizes of No. 60 Thin Blade Butt Chisels, retail value \$10.55.

★ ★ ★

Bird New Head of Hartford Electric Light. Viggo E. Bird, executive vice-president of the Hartford Electric Light Company, was made president at the last annual meeting of the Board held Tuesday, January 29, and Samuel Ferguson made chairman of the Board to succeed the late Samuel G. Dunham.

Other officers elected were: Vice-president, D. N. Barney, T. H. Soren, J. E. Lynch and R. D. Cutler; secretary and treasurer, E. S. Nutting, general manager, K. P. Applegate; general counsel, A. D. Barney.

★ ★ ★

Bethel Fur Shop Burns. The plant of the National Fur Company, at Bethel, Conn., burned to the ground January 24. The fire, starting in the boiler room, caused an estimated loss of \$50,000 property damage.

★ ★ ★

Royal Plant Busy. Employment at the Hartford Plant of the Royal Typewriter Company, was recently reported at an all-time high of 3,700 hands due to a large flood of orders and shorter working hours. The Royal's showing is believed to be based on first signs of general business recovery, which has put added pressure on all types of concerns, resulting in the replacement of worn-out equipment. The portable machines which kept pace with other lines during 1934, are said to be setting a new record.

★ ★ ★

Death of A. F. Woodford. Arthur F. Woodford, 68, secretary of the Sessions Foundry Company since 1908, died at his home in Bristol, Wednesday, January 30, as a direct result of a shock 12 weeks previous.

Born in Bristol in 1866 and educated at the Southside Grammar School, he entered the employ of the Sessions Company in 1883, advancing through sev-

eral positions to the board of directors and the secretaryship.

He was a member of the 100F, and a thirty-second degree Mason. He leaves his wife, the former Miss Florence E. Wood; two sons, Leland M. Woodford of New Haven and Lester J. Woodford of Bristol; a daughter, Mrs. Charlotte W. Ellison of Bristol; a sister, Mrs. Louis L. Beach; a brother, Charlton M. Woodford of Bristol, and two grandchildren.

★ ★ ★

Bristol's New Recording Pressure Gauge. The Bristol Company of Waterbury has just developed a new direct reading Absolute Pressure Gauge of the recording type, which marks a very definite and much needed forward step in the "state of the art" of pressure measurement. This recording vacuum gauge, compensated for changes in barometric pressure is likewise compensated for changes in temperature, and therefore reads direct in pressure absolute, making it unnecessary to apply various complicated corrections, heretofore a requisite to a reasonably correct measurement.

The Bristol Recording Absolute Pressure Gauge, available in rectangular form case of wall type or



flush design, is equipped with two measuring elements coordinated through a special differential transmitting linkage of ingenious design. One measuring element is connected to the vacuum line and the other functions in connection with the compensating feature of the recorder. The instrument can be furnished for ranges as low as 25 millimeters head of mercury absolute pressure or its equivalent.

★ ★ ★

Two Companies to Reorganize. Carroll C. Hincks, U. S. District Judge, has just recently given his consent to reorganization plans of the Connecticut Products Corporation of Bridgeport and the Beardsley and Wolcott Manufacturing Co., of Waterbury, both of which had filed debtor petitions in the court.

In the case of the Beardsley and Wolcott Mfg. Co., an additional order was signed on the division

(Continued on page 20)

DEPARTMENTS

Accounting Hints for Management

Contributed by Hartford Chapter N. A. C. A.

Obsolescence. On or before March 15, 1935, 1934 calendar year income tax returns must be filed unless an extension of time has been obtained. The subject of income taxation under the Revenue Act of 1934 is too vast to attempt extended comment thereon in this column. The Manufacturers' Association has rendered a helpful service in this direction through its Tax Bulletin service.

One feature of the tax situation, however, should be mentioned at this time—that of the allowances for depreciation and obsolescence. In the past there has been a fairly general understanding that the depreciation rates as applied contemplated some provision for the factor of obsolescence. While it is true that this factor is elusive, it is nevertheless an item which must be reckoned with by management. To cite illustrations: new inventions; new discoveries as to the workings of the laws of nature; changes in buying habits and in merchandising methods.

The information called for on the 1934 Federal return in support of depreciation deduction, appears to apply only to the wear and tear or physical exhaustion. Similarly, operating under instructions of T. D. 4422, the same viewpoint is being applied to examinations of 1932 and 1933 returns.

There has been no change in the law with respect to the allowance of a proper provision for obsolescence of equipment and this fact should not be ignored by manufacturers in the preparation of current tax returns.

Office Management Subject of March Meeting. The program committee of the Hartford Chapter, N. A. C. A., has arranged for the discussion of a subject not often given sufficient attention. The monthly meeting to be held March 19 will feature Office Management, Control and Efficiency. George Osborne of the International Silver Company, Meriden, will be the speaker.

Cutting Down. A New England textile plant has in past years devoted much time and money to developing and perfecting its cost accounting system. It has overcome numerous problems and difficulties as to the proper reporting of labor, the control of materials on hand and consumed in operations, and in the application of overhead charges to various operations. Now that the cost records disclose a fair degree of uniformity in the average cost of various products, the company contemplates curtailing the scope of its costing system. We heartily concur in the elimination of unnecessary or superfluous work, but there is grave danger of mistake in the restriction of normal cost work and the degree of plant control it produces.

Transportation

Motor Truck Bill Introduced. A bill providing for the regulation of motor common carriers and motor contract carriers, S. B. 266, has just been recently introduced in the Connecticut General Assembly by the Motor Truck Association of Connecticut. The bill was prepared by the Motor Truck Association in collaboration with representatives of the New Haven Railroad, the Motor Truck Committee of the Manufacturers' Association and the Public Utilities Commission. Despite the fact that the bill does not apply to commercial vehicles owned by manufacturers and used exclusively in the conduct of their business, and that the Association's motor truck committee collaborated to some extent in its preparation, the Association is not committed to support the bill in its present form without the approval of members.

In brief, the main provisions of the bill are as follows: 1. Provides for regulation by the Public Utilities Commission of any motor carrier for hire having three or more contracts, which shall be prima facie construing the carrier to be a motor common carrier; 2. carriers engaged exclusively in work for any branch of the government, etc., or operating within the limits of any city and town or between



such city and town in adjoining territory as shall be determined by the Commission, are exempted; 3. all common carriers must obtain a certificate to operate; 4. sets up the circumstances under which a certificate shall be issued; 5. provides that all carriers in operation on October 1, 1934, shall obtain a certificate provided they give satisfactory evidence to the Commission of their financial responsibility; 6. all carriers must file with the Commission schedules containing their exact rates, and Commission is given the authority to prescribe uniform rates for substantially the same service; 7. requires carriers to charge exact rates contained in their schedules; 8. rates shall become effective only after 30 days' notice, with certain exceptions; 9. requires that motor contract carriers shall obtain a permit after hearing and fulfilling certain other provisions including the setting of rates not less than those of common carriers for substantially the same service; 10. interstate operators required to secure permit from the Commission; 11. provides for fee of \$10.00 for a certificate or permit and

\$1.00 per set annually for distinguishing plates; 12. provides penalties for any violation of the act, the fine not to exceed \$500 for each offense, except that if a person is convicted of unlawful discrimination in rates, such person is liable to both fine and imprisonment not to exceed 14 months; 13. act to become effective on the 1st day of July, 1935.

Because the foregoing outline is sketchy, interested members will be furnished with copies of the complete bill upon request.

★ ★ ★

Eastman Report on Legislation. In his most recent two volume report, 410 pages long, Federal Coordinator of Transportation Joseph B. Eastman, has made legislative proposals as follows: 1. Reorganization of the Interstate Commerce Commission, including the establishment of a Coordinator of Transportation to be named by the President from the membership of these Commissions; 2. Federal regulation of water carriers in both interstate and foreign commerce with a transfer of the regulatory functions of the shipping board bureau of the Department of Commerce to the Interstate Commerce Commission; 3. Comprehensive federal regulations of highway motor carriers by the I. C. C.; 4. Dismissal compensation for railway employees through coordination projects; 5. Revision of Section 77 of the Federal Bankruptcy Act to facilitate reorganization of railroads; 6. Prescription by the Commission of minimum as well as maximum joint rail water rates and of through railroad routes, regardless of the "short hauling" of any carrier; 7. Inclusion of ports and gateways in the protection of Sec. 3 against undue preference or prejudice; 8. Restoration of Sec. 4 of the Interstate Commerce Act to substantially the form which it had prior to 1920; 9. Shortening the statutory period of limitation with respect to reparation claims to one year in the case of overcharges and undercharges, and to 90 days in the case of all other claims.

Under the reorganization plan as mentioned in No. 1 proposal, it has also been suggested that the present commission be enlarged from 11 to 16 men, divided into five units as follows: A financial division of three members; a railroad division of five members; a water-carrier and pipe line division of three; a motor and air carrier division of three; and a control board composed of the chairman of the Commission and the heads of the four subsidiary divisions. Only one of the members of the present I. C. C. concurs in No. 1 recommendation.

★ ★ ★

I. C. C. Prescribes New Basis for Lake-Rail Rates.

In a recent report the Interstate Commerce Commission prescribed a new basis for lake rail class and commodity rates between stations in Eastern Territory, including the eastern portion of Ohio and stations in Western Trunk Line Territory including all of Illinois except the southeastern part. This basis is the outcome of an investigation concerning the lawfulness of the rate schedules filed to become effective December 3, 1931, which, in turn, resulted from the carrier's purported compliance with the Commission's findings and requirements in the Western Class Rate Case and the East-

ern Class Rate Case pertaining to the lake-rail rates. Because of protest, the December 3, 1931, rates were suspended until July 3, 1932, and then shortened to March 20, 1932. These have been effective since that date.

The new schedule of rates will be governed by the same classification that governs the corresponding all-rail rates from and to the same points, and the percentage relation to the first-class rates will be determined by the governing classifications.

Traffic Bulletin No. 425, dated February 5, 1935, sets forth a comparison of the rates in existence on December 3, 1931, March 20, 1932, and the new rates to become effective March 20, 1935.

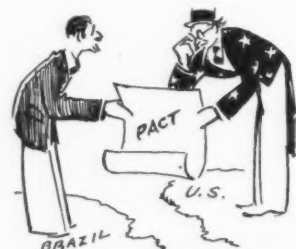
★ ★ ★

Pelley Announces New Research Board. John J. Pelley, president of the Association of American Railroads, has just announced the creation of a Research Advisory Board for purposes as follows: 1. Assisting the organization of the new department of filing and research now being formed by the Association of American Railroads; 2. Advise as to plans not only for continuing research activity now in progress but also as to plans for research which the Association has in contemplation; 3. Suggest new matters pertaining to operation, equipment or other activity connected with rail transportation to which definite attention should be given in the field of research.

Members of the Research Advisory Board appointed by Mr. Pelley are: Dr. Karl T. Compton, Cambridge, Mass., President of the Massachusetts Institute of Technology, Dr. Harold G. Moulton, Washington, D. C., President of the Brookings Institute; Dr. A. A. Potter, Lafayette, Indiana, Dean of the Engineering School, Purdue University.

Foreign Trade

Reciprocal Pact Signed with Brazil. Brazilian ambassador, Osvaldo Aranha, and Secretary of State Hull signed a reciprocal tariff agreement to stimulate trade between the U. S. and Brazil by reducing tariff barriers on a number of commodities and classifications which will not be made public until



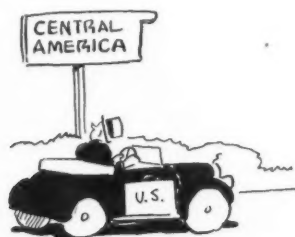
after the Brazilian congress ratifies the agreement. It will be made effective 30 days after approval.

The agreement states that no quotas or other quantitative restrictions will be placed on any products in American-Brazilian trade except for such restrictions necessary for control of production, market supply or prices of domestic articles. Brazil

has agreed to maintain sufficient exchange to pay for all new business for the United States, promising gradual liquidation of existing "blocked exchange" difficulties in that country involving between \$10,000,000 and \$25,000,000. She has also promised to continue interest payments on Brazilian bonds held in the United States as soon as financial conditions permit.

Soviet Debt Talks Failure. After a brief conversation with Alexander Troyanovsky, the Soviet ambassador, on January 3, Secretary of State Hull issued a formal statement to the effect that there was no hope of reaching a debt agreement as long as the Soviet Government maintained its present attitude. The breakdown of Soviet-American negotiations for a settlement of a 16 year-old Russian debt of \$500,000,000, carried with it the hope of an immediate and greatly expanded trade with the Soviet Union.

U. S.-Central America Road Progressing. Slightly over 1/3 or 1,265 miles of the projected 3,250 mile road which will link the United States with the nations of Central America, have been completed. An expenditure of \$55,000,000 more will be required to bring the remainder of the route up to the required standard. Of this sum \$30,000,000 will be needed for work in the five Central American republics and Panama and the remaining \$25,000,000 in Mexico.



The economic importance of this new highway which will create a better interracial understanding will be of the greatest economic importance, since it will link many of the inland communities, now out of touch with the outer world, with the United States.

Although all of the seven countries which will be served by the international highway are capable of great internal development, further progress is handicapped by the lack of systems of communications, only three, Mexico, Guatemala and El Salvador having adequate overland routes.

U. S. Moves to Force Fair Treatment. A report said to emanate from authoritative sources on February 3, states that the United States government is preparing to take action against those nations which persist in discriminating against American goods. The Trade Agreements Committee is said to be preparing a "black list" of discriminating nations which will be used as the basis for determining which countries, not parties to a re-

ciprocal trade agreement, will receive the benefit of the tariff reductions made by the U. S. Already government sources have compiled a list of 35 countries which have exchanged control regulations affecting, to some degree American trade, but charges of discrimination are not warranted against all of these nations.

If the decision is reached that a country's restrictions are aimed at American products, officials said, the discriminating nation will be placed on the "black list" until it alters its policy. Secretary Hull will doubtless use this list to force other nations to give America fair treatment on the exchange of goods and services.

Hull Sees Trade Revival in 1935. Secretary Hull is now conducting an attempt to revive international trade through the making of reciprocal treaties with a number of other nations, and now takes the view that within a reasonable period America will recapture a fair share of the world's business. He feels that a satisfactory progress has been made in the past 6 months.

George N. Peek, special foreign trade adviser to President Roosevelt, has recently advocated major changes on Hull's most-favored-nation policy which permits favors granted to one nation in bargaining negotiations being extended to others. He contends that the United States should adopt the policy of selective imports and exports through "making individual agreements with individual nations, country by country, rather than through a horizontal reduction of our tariffs, either through tariff legislation or generalizing tariff concessions under the Trade Agreement Act." Despite these criticisms, the state department is pressing ahead with preliminaries to trade talks with the Netherlands, Finland and Italy, the next three nations on the list. Negotiations with Canada also are expected to begin in the near future.

Prosperity in South Africa. The increased price of gold in terms of South African depreciated currency, has recently contributed to prosperity in that section of the World, especially in the vicinity of Johannesburg where gold mining is the chief industry. Taken at face value, these prosperity reports from South Africa seem to indicate that there should be a good market for manufactured articles in that field, but on further examination it will be discovered that the South African Government is the chief beneficiary because of the large taxes it levies on gold mining activities. Despite the greatly increased activity in building, mining, and other industries and a decreased interest rate to 2%, the South African Federal Reserve Bank reports a large accumulation of idle money which is giving financiers some concern. It is also understood that large credit balances are being created in London. Domestic prices have not increased sufficiently to affect the position and the advance in wages, which are necessary to increase purchasing power.

Despite this lack of material rise in purchasing power, the conditions in the Union of South Africa are well worth studying by all exporters, with a

view of developing a market there over a period of time. A wealth of information is available on the nature of the sales territories in the Union of South Africa. Members of the Association may have this by addressing the Foreign Trade Department.

Economic Anomaly in Latin America. Although distinct improvements have taken place in the general economic and financial conditions of a number of Latin America countries as indicated by the indices on price movement, data on foreign trade, bank savings and deposits, bank clearings, commercial failures, etc. an expanding government control, which has become quite rigid in a number of countries, has complicated the situation considerably. From a close study of the two aspects of the situation, two factors appear to play an important part in the present disequilibrium in the balances of international payments of various Latin America countries:

1. Apparently large favorable trade balances disappear, and in some cases even become unfavorable balances, when there is deducted from the value of exports, the amount which does not actually return to the country from which the products or services originated, because of foreign capital ownership or control. In 1933 this happened in Columbia when the nominal value of all exports was over 72 million pesos, but after deducting the value credited to bananas, petroleum and platinum, the production of which was under foreign control, the amount dwindled to 56 million. On the other hand imports, valued at more or less 50 million pesos, increased in value to over 58 million when there were added such factors as transportation charges and other items which had to be paid to foreigners.

2. Prior to the depression, the importation of foreign capital for the economic development of the Latin American countries was for a number of years a most important factor in the balances of international payments of these countries, but since 1929 this capital movement has virtually ceased.

Facing the conditions squarely as they exist, there seems to be only two courses of action to follow. One is to continue as at present on a bilateral trade basis in which it cannot be expected that enough foreign exchange will be developed to ease materially the present situation. The other is to institute a change of policy so that trade will be resumed on a multi-lateral basis. To attain the latter the debtor nations must reduce the trade barriers of a financial nature such as exchange restrictions, and the creditor nations must do likewise as well as to resume their foreign money lending operations and by accepting the goods and services of debtor nations.

NEWS FORUM

(Continued from page 16)

of creditors and stockholders into several types of creditors as follows; 1. those with claims prior to receivership; 2. claims of receivers; 3. several

claims of the City of Waterbury; 4. wage claims for services against the receivers, and several others.

The new plan of reorganization provides for a new financial set-up in which the total obligations of the reorganized company will not be over \$250,000 exclusive of two mortgages totaling \$200,000 and an issue of 1,000 shares of capital stock with no par value. New capital will be provided by the proceeds of two mortgages on the company's real estate, equipment and machinery; the first for \$150,000 and the second for \$50,000. No provision has been made for the payment of any creditor or stockholder assenting to the plan other than by the issuance of new preferred stock or debentures.

Watson Sees Confidence Returning. Addressing the 1934 Hundred Percent Club banquet of the International Business Machines Corporation, in New York on January 23, Thomas J. Watson, president, and one of the nation's outstanding business leaders, told one thousand of his top-notch producers that business confidence was returning not only in the United States but throughout the world, bringing with it prosperity and better conditions for everyone. He urged his men to work for world peace and to oppose nationalism which would build a wall around the United States and cut off the possibility of cooperation through personal contact of business men in this country with those of other countries. An increased personal contact, he termed essential to peaceful relations.

To further the cause of international good fellowship, this International concern, doing business in 79 different countries, is planning to hold its next convention in Europe; and to do it is making a drive to double its 1933 business in 1935. The progress of I. B. M. during the depression years has been noteworthy because of its ability to earn and pay dividends each year through the hard-hitting efforts of its leader, Thomas J. Watson, and his organization of more than 7,000 men and women.

LET US ERECT A MONUMENT

(Continued from page 1)

Connecticut has much of which to be proud. The people of the State have the opportunity, through the medium of the Tercentenary, to exhibit their accomplishments and those of their forbears; to pay just tribute, in company with the people beyond the Borders, to the Chief Executive of the State.

Connecticut has had many great Governors. Appreciation of their accomplishments has come only with the passing of years. The belief that history will set down our present Governor as one of the greatest of our many distinguished governors is already confirmed.

May the Tercentenary be celebrated by the people of Connecticut with a dignity and appreciation that will be a monument to Governor Wilbur L. Cross.

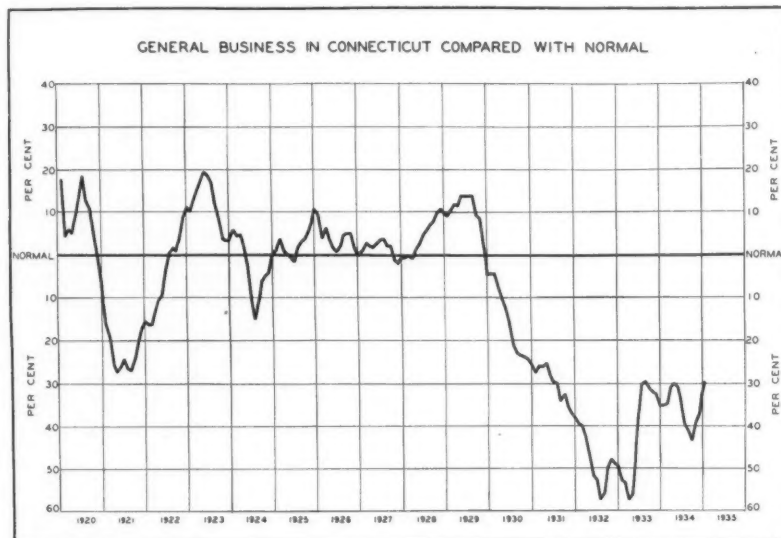
E. KENT HUBBARD.

BUSINESS PATTERN

General Summary. General business activity in Connecticut continued to increase during January and stood at 29.7% below the estimated normal. With the exception of August 1933 when the Connecticut index was fractionally higher, general business activity in January was above any month since June 1931. Large increases over December occurred in cotton textile mill activity, freight car-loadings originating in 14 Connecticut cities and steel ingot production. Small increases took place in factory employment in two large cities, metal tonnage carried by the New Haven Road and bank debits to individual accounts in three cities. The number of man-hours worked in factories in five cities declined

consumption were well above the December level. Consumption of raw silk, and zinc production, however, were lower than in the preceding month. The weekly business index of the New York Times advanced irregularly through January and tended horizontally early in February. The hesitation in this index had been ascribed to the uncertainty of the settlement of the gold-clause cases pending before the United States Supreme Court.

On February 9, the wholesale price index of the United States Bureau of Labor Statistics was approximately $\frac{1}{2}\%$ higher than four weeks earlier due again to advances in the prices of farm products and foods. All commodities except those two groups



slightly more than seasonally from December but remained, nevertheless, some 10% higher than a year earlier. Data available for the first nine days of February were highly encouraging. In one large industrial city, factory employment on February 9, and the number of man-hours worked in that week showed increases of 5% and 7%, respectively, over four weeks earlier. Average daily freight car-loadings in 14 cities advanced 5% over January whereas the normal increase in February is only 2%.

General business activity increased in January more rapidly in the United States than in Connecticut. This was largely attributed to the tremendous strides made in automobile production which is one of the prime factors in the present recovery but which affects Connecticut only indirectly. Output of automobiles in January was the highest for that month since 1929 and 7% above normal. Production of steel ingots, pig-iron and electric power rose sharply and freight car-loadings and cotton

declined $\frac{1}{2}$ of 1%. Farm products were 1% higher in price and foods 3% higher than four weeks previous. The increase, particularly in the case of foods, was due to last summer's drought, decreasing supplies of cattle, hogs, butter, etc., now reflected in sharply rising prices.

During January, the cost of living index of the National Industrial Conference Board advanced 1% over December. Food prices increased 3% but other items were practically unchanged. Compared with a year earlier, the cost of living in January rose 5%. This was the result of a 13% increase in food prices and a 7% increase in the cost of rent since clothing, fuel and light and miscellaneous items were approximately the same as last year.

Finance. During the four weeks ended February 9, the number of business failures in Connecticut declined 1% from the corresponding period last year. Net liabilities of failures, however, were con-

siderably above last year's total. The number of new corporations formed was slightly higher than a year ago. The number of real estate sales and the total value of mortgage loans decreased more than seasonally from the preceding four-week period and were 16% and 7% lower respectively, than in the same period of 1934.

Construction. New building activity remained seasonally sluggish during January and the first part of February. However, the number of building permits issued was 5% higher than a year earlier and the total value of permits increased 80%. On February 12, the general contract was awarded for the construction of an administration and science building for a girls' college in West Hartford. The building will be three stories high excluding the basement and the total floor space will amount to approximately 70,000 square feet.

The value of building contracts awarded in 37 eastern states in January, according to the F. W. Dodge Corporation, was 47% below January 1934 but this decline was due entirely to the fact that the Public Works program of the Federal government reached its peak a year ago. Contracts awarded for residential buildings were 48% higher this January than last year and, considering the season of the year, made the best showing in almost three years.

Labor and Industry. The index of the number of man-hours worked in factories in five Connecticut cities stood at 32% below normal in January compared with —31.6% (revised) in December and —39% in January 1934. Small decreases in man hours worked between December and January were reported in Bridgeport, Bristol and New Haven and a small increase occurred in New Britain plants. All cities reported activity at a higher level than last year. In Danbury, hat factories were very busy and in some cases were operating day and night shifts. Factory employment in Waterbury, Torrington and Hartford was moderately higher than in December and 1%, 4% and 8% higher, respectively, than in January 1934.

Available information indicates that employment and payrolls in manufacturing establishments in the United States both decreased less than seasonally expected between December and January.

Trade. According to the index of the United States Federal Reserve Board, sales by department stores in the United States declined to 72% of the 1923-25 average in January compared with 76% in December and 73% a year earlier.

Transportation. The index of freight car-loadings originating in 14 Connecticut cities advanced to 35% below normal in January compared with 38% below in December. Car-loadings of automobiles rose sharply and were more than double the January 1934 total.

Marty Gilman's Blocking Dummy COMEBACK says:

"Left tackle make a tack,
Leaped at me—what a-crack,
Knocked me over, such a whack,
Now he's down, but I **Comeback.**"

COMEBACK is the only upright blocking dummy which will right itself after knockdown.

Manufactured and sold exclusively by
MARTY GILMAN SPORTING GOODS CO.
Gilman Connecticut

LUNHAM & REEVE

INCORPORATED

"Your Satisfaction is Our Success"

Foreign Freight Forwarders
Custom House Brokers
Highest Banking & Commercial References
World Wide Correspondents.

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DIPPING BASKETS

WIRE CLOTH
RUBBISH BURNERS
FIREPLACE SCREENS

MANUFACTURED BY

The **JOHN P. SMITH Co.**
425-433 CHAPEL STREET NEW HAVEN, CONN.

NEW HAVEN

CONN.

LEGISLATION

(Continued from page 2)

of the Administration who have championed the cause of labor.

Hearings on Senator Black's 30-hour bill have been held by the Senate Judiciary Committee, with strong opposition being reported not only by business and manufacturing groups but notably from some professors of business administration—all predicting that enactment would mean: The death knell of America's remaining foreign trade; further decreases in employment; lowering the standard of living; disastrous inflation and the repudiation of debts on a large scale.

State

Organization. From the 110 votes cast by the Senate, before it could select a clerk and president pro-tem, the 1935 General Assembly showed a complexion never before observed, namely the spectacle of 3 Socialists holding the balance of power in the Senate. Despite the fact that they voted with the Republicans on several occasions, there is no way of predicting which way they may vote on future measures.

Federal Requests. Another marked difference in this session from those of previous years, are the many requests which have been made by the Federal government asking the General Assembly of Connecticut to pass enabling legislation such as the State N. R. A. bill (H. B. 20 but later made S. B. 227). The Federal government has also proposed that the State establish employment bureaus (H. B. 600), and has further demanded that Connecticut organize a rehabilitation corporation if it expects to fall heir to \$100,000 of Federal money for use in acquiring subsistence homesteads and that the control of such organization be placed largely in the hands of the Federal government. From the hearings already held on the latter and the general sentiment expressed, it appears that Connecticut will resist government dictation and as a consequence forego receipt of Federal money for this project.

Debt. This General Assembly is also forced to cope with a large state debt (now over \$12 million and expected to be from \$20 to \$30 million by end of biennium if no more revenue is raised) caused by the heavy relief burden, and which General Assemblies for a number of years back have not had to deal with.

A large number of bills in the hoppers call for social legislation such as unemployment insurance, old age pensions, and hours of labor bills designed, as Secretary of Labor Perkins puts it, "to make permanent the gains made by N. I. R. A."

Security. Altogether there were 1868 bills introduced into the Legislature before the close of the introductory period on the last day of January. The two most controversial measures already heard in committee were the bills to create the rehabilitation corporation to care for Connecticut's indigent on subsistence farms with the aid of Federal money, and several old age pension bills—all

which were heard by the Judiciary Committee. On old age pensions, Charles L. Eyanson, secretary of the Association, advocated a poll tax and careful heed to costs, estimated at close to \$4 million for the biennium, before deciding on the final form of the legislation. His statements as to the costs were corroborated by Mr. Roulon Williamson, Travelers' Actuary, who had previously appeared before the Senate Finance Committee to point out the dangers of accumulating reserves for unemployment insurance.

This year, the task of following local legislation for the benefit of manufacturers, is greater than for many years because of the larger number of this type of bills introduced, as demonstrated by the Association's legislative reports Nos. 1 and 5. More complete and up to the minute details have been and will continue to be broadcast to members through our legislative bulletin service.

SPORTING GOODS

(Continued from page 11)

Comstock Cheney, of Ivoryton, makers of piano keys and other items of ivory, now produce a line of hockey sticks.

I. E. Palmer Co., of Middletown, classified as textile manufacturers, produce complete nets for table tennis and also netting to fish net manufacturers.

Brownell & Co., of Moodus, makers of cotton seine twine, have just recently started to develop linen and tarred fishing lines.

The Hartford Steel Ball Co., producers of steel balls, whose history appeared in the story of "Bearings" in the May 1934 issue, now manufacture a patented two-wheel roller skate called Tu-Weeler, sold by the larger sporting goods dealers.

The Bay Co., of Bridgeport, makers of bandages and gauze, also produces athletic supporters.

The Remington Arms Co. of Bridgeport, subsidiary of Du Pont and famed for the manufacture of sporting rifles and ammunition, also makes hunting knives and pocket cutlery as do Landers, Frary & Clark of New Britain, Conn., producers of a wide line of electrical household utilities.

The H. C. Cook Company of Ansonia, manufacturers of sheet metal specialties, finger nail clippers and stationers hardware, recently introduced the "Pal" angler clip which can be used for discouraging or removing hooks hard to reach, cleaning and removing leaders from the eyes of flies, clipping lines, leaders or finger nails and for trimming flies.

Even beyond this group there are a large number of fishermen both in towns, near lakes and at the shore who earn their living by making baits, lines and nets in their homes or small workshops. There are also lumber companies who doubtless manufacture hockey sticks and game tables.

On the whole the sporting goods industry has enjoyed a rapid increase during the first 3 decades of the century but like many other industries producing non essentials, has suffered a severe loss in business, approaching 40% since 1930.

SERVICE SECTION

On account of space limitations, the material and used equipment items offered for sale by Association members have not been classified by sizes or usage best adapted. Full information will be given on receipt of inquiry. Listing service free to member concerns.

●● Materials for Sale

COLD rolled steel in coils and in squares, condulets and fittings, remnants of covering materials—velours, velvets, mohair, tapestries, denims, chintzes, and cretonnes, semi-finished and castellated U. S. S. nuts, pulleys, flat and crown face-steel and cast-iron; new shaft hangers, brass wire, brass rods, aluminum tubing, cold drawn steel—mostly hex; miscellaneous lot of material used in the manufacture of molded rubber parts and flooring, knife switches—new and many sizes; carload C. I. drop bases; lead pipe, lead sheet, acid proof pipe fittings, 124 bars screw stock varying thicknesses and lengths, white absorbent tissue process from cotton, rotary convertor, colors and dyes—large variety, lacquers—several hundred gallons in assorted colors; and soft anneal copper with high silver content in rolls. J. H. Williams wrenches in assorted sizes.

●● Equipment for Sale

ACCUMULATORS, annunciators, baskets, beadars, beamers, bearings, belt stretchers, blowers, boilers, braiders, bronze runners, cans, cards, woolen; car loaders, chain, chairs, chamber, clocks, time recorders; clock systems, colors and dyes, compressors, condulets, converters, conveyors, cookers, cooking utensils, doublers, draftsman's table, drop hammers, drops, board; drums, drying racks, dyes, engines, evaporators, extractors or percolators, fans, filtering carbon, folders, forming rolls, frames, furnaces, gears, generators, grinders, grindstones, grinding wheels, guiders, headers, lamp shades, lathes, lifters, looms, De Laski circular; machines, automatic; machines, calculating; machines, compressing; machines, dieing; machines, drilling; machines, filing; machines, filling; machines, folding; machines, knitting; machines, mercerizing; machines, milling; machines, pipe-cutting and threading; machines, pleating down; machines, riveting; machines, screw; machines, threading; machines, tongue and groove; machines, washing; mercerizer equipment; millers, mixers, mills, mills rubber; mixing rolls, motors, oil circuits; oven drawers, paints and lacquers; panels, plungers, pointers, presses, profilers, pulley drives, pumps, reamers, receivers, rheostats, safe cabinets, saws, scales, screens, seamers, shapers, shears, spindles, spinning mules, steam tables, steam warmers, stitcher, 192 monitor corner box switches, tables, tanks, toilet equipment, trucks, ash can; tube closers; wire, wire screw and yarders.

●● For Sale or Rent

FOR SALE. One 3½ Bliss toggle press in good condition. Address S. E. 76.

FOR SALE. 1 Bigelow H. R. T. boiler. 53 B. H. P. Will pass inspection. With fittings. Address S. E. 79.

FOR SALE—Free Cutting Bessemer Screw Stock of various sizes ranging from 7/16" to 5" in Rounds; 1¼" to 1½" in Squares; and ¾" to 2" in Hexagons. Also Cold Rolled Steel ½" x ⅛" to 3½" x ¼". Address S. E. 80.

FOR SALE. One N. C. Grindstone 72" diameter x 12" face, brand new and offered for sale at reasonable price by company which has discontinued use of grindstones. Address S. E. 86.

●● Wanted to Buy

WANTED, USED—1 Portable Recording Wattmeter, 3 Phase, 3 Wire, 60 Cycles, 230 and 575 Volts, 5 Amperes, Synchronous Motor Drive (1" per hour and 1" per minute suggested); 2 Current Transformers for above, 20-25-40-50-800-1,000 Ampere Rating; 1 600-KVA, 440 Volt, 3 Phase, 600

RPM Alternating Current Generator, with Exciter; Exciter preferably directly connected to Generator. Generator must have amortisseur windings. Address S. E. 87.

●● Employment

YOUNG COLLEGE GRADUATE. Young man who has completed two-year industrial mechanical engineering course at Pratt Institute and who has had special laboratory research training as well as a special course in heat power and steam power desires to obtain a connection with a Connecticut or New England manufacturer where he will have an opportunity to advance as his capabilities warrant. Any living wage acceptable. Address P. W. 274.

ACCOUNTANT. Experienced in general accounting and cost work. Would like experience with auditing firm as junior or semi-senior. Age 32 and married. Salary requirements moderate. Address P. W. 275.

SALES MANAGER OR SALESMAN. Engineer with wide experience and contacts with manufacturing executives both in New England and throughout the country, desires position where his many contacts will be of greatest benefit. Primarily his experience has been in the promotion of steel sales, but it would be most valuable in the sales of equipment, tools or other items used by manufacturers. He will consider any location at any reasonable salary. Address P. W. 280.

YOUNG MAN. Honest, ambitious and adaptable who has had some background in production, desires to learn production planning in some basic industry, and to gain this experience, will accept any position that will give him the proper starting point and at the same time provide a living wage. His last employer was the American Telephone and Telegraph Company where he worked in the Equipment Department for 4 years. For further details address P. W. 281.

PURCHASING AND SALES EXECUTIVE. Successful record of more than 20 years as salesman, sales manager and executive with important groups of New England textile mills, now liquidated, desires any connection with a Connecticut or New England manufacturer where opportunity exists for advancement as his capabilities warrant. Address P. W. 282.

WERE YOUR ANNUAL REPORTS COMPLETED BY JANUARY 15TH? Now available on reasonable basis—COMPTROLLER—who accomplished this every year without fail. Also has excellent record and an unusually valuable experience as chief financial executive with large manufacturing corporation. Address P. W. 283.

POSITION WANTED. Chemical Engineer, Tufts 1934, desires connection with firm in chemical, engineering or sales capacity. No practical experience. Past seven months spent in foreign travel. Very nominal salary accepted at start. Address P. W. 285.

TRANSLATOR. Young Italian educated in Italy who can translate English into Italian or Spanish and vice versa, desires position as translator. Can also do clerical work. Nominal salary accepted at start. Address P. W. 286.

PRODUCTION MANAGER. Trained by and worked on personal staff of H. L. Gantt. Experienced in production control, budgeting and control of inventories to effect turnover, and coordination of plant production with sales budgets. Have installed standard costs. Understand, but have not specialized on rate setting. Experience mostly in textiles but fundamentally fitted for any industry. Address P. W. 287.

EXPORT—Sales. Young man, wide experience, desires hearing from manufacturer of reputable products who is interested in selling, or increasing sales to foreign markets, and can use the services of a man who understands export work in all its branches. References. Address P. W. 288.

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